

**CHRISTOPHER MALDONADO**  
Retail Representative  
14-34 131 Street  
College Point N.Y. 11356

**JIM GUANERI**  
Training & Development Manager  
400 Raritan Center Parkway, Suite D  
Edison N.J. 08837  
ATT : Jim Guaneri

10/16/97

DEAR Jim Guaneri

I am writing to you about adopt retail rep program. I feel that the program is very educational in regards to learning your accountabilities (Three P's Product Availability Big Brand Presence Promotion Execution) , Administrative and Communication. The learning experience that I receive from Greg Mitchell Division Manager has been extremely beneficial.

It is in my opinion that this program remain in effect.

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Christopher Maldonado  
Retail Representative  
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